

# Member of the Year Award 2015

Name of Business/Project	Name of CFDC	Description
<p><b>1. BeBe Bartoons</b>  <b>Division of Ocean Awards Inc.</b>  <b>Entrepreneur</b></p>	<p>Haliburton County Development Corporation</p>	<p>With the family business, Ocean Awards Inc, already having a graphic arts background, the animal lip balm idea was a perfect fit to incorporate into the business. Having the two young girls brainstorm ideas, assist in the creation, promotion, and finally sell the product that they are so passionate about, is a positive stepping stone to their future education and success. Local lip balm makers are being approached to provide the re-fills of the containers. The company hopes to expand into our area when sales take off for warehousing, shipping, sales and marketing. With the pre-orders they have there is a potential to quickly become a multi-million dollar company in our area. Walmart, Canadian Tire, TSC, and McKesson (Canada’s distributor to all Drug stores), are all very interested in the product. The Bartons are currently in negotiations with all of them on pricing, and order amounts.</p>
<p><b>2. Canoe Fresh Foods Ltd.</b>  <b>Entrepreneur</b></p>	<p>Orillia Area Community Development Corporation</p>	<p>In 2012, when the LCBO store, located on the main street in Washago, decided to move to a new location visible from Highway 11 North, the Harths were concerned with the future of the small downtown of Washago. Both Rod and Mary felt there was a market for an independent grocery store outlet in Washago, which would offer both fresh produce and the typical range of grocery store items. They added a number of specialty items, as a result of Mary’s flair as a baker. Most recently, Canoe has started to offer a product line of store prepared take home meals. Rod &amp; Mary have been pleasantly surprised by the success of the store – revenues have climbed by almost 70% from the first year of operations. The Harths attribute this success to good customer service – the skills are the same whether you are in the grocery industry or the real estate industry. The Harths have created 7 full-time and 9 part-time jobs, in addition to their own employment. The results of this business venture have been tremendous and beyond initial expectations with sales continuing to increase year over year.</p>

**3. Don's Butcher Shop Entrepreneur**

Economic Partners  
Sudbury East-West  
Nipissing Inc.

When Don first opened Don's Butcher Shop in 2006, he projected \$800 000 in sales for his first year. His loyalty and dedication to his craft paid off as he attained \$1 200 000 in sales. Last year he reached \$ 1 600 000 in sales. His business has grown from the initial two full time and one part time position to the four full time and four part time positions he currently employs. Don strives to offer the highest quality cuts of meat, offering a wide selection of always fresh products. Always striving for more, Don recently purchased "Mom's Kitchen", which he will rename "Padous Steak House and Ribs". This new venture, set to open on June 21st, 2015 will create an additional three full time and five part time positions within our community. His most recent venture has been to partner with the West Nipissing Police Service for their COPS and KIDS project. Their goal is to raise money for their yearly event in which children from the community are chosen to go on a "shopping spree" with police officers to purchase Christmas gifts for themselves and their families. This also helps to build a strong relationship between law enforcement and our community's youth.

**4. Embers Grill & Smokehouse Entrepreneur**

Community Development  
Corporation of Sault Ste.  
Marie & Area

Shayne and Brandi always had a goal, to one day, open a restaurant of their own. In 2010, the opportunity presented itself, and the proponents started developing their business concept. The goal was to start a restaurant that was unique and different from what was currently available in Sault Ste. Marie. Shayne wanted to create a menu that was unique, and that he could change, as he pleased. The concept of a "Smokehouse" was explored and decided upon. Shayne and Brandi are supporters of the local markets and suppliers. To ensure that they are providing their guests with the freshest produce, they purchase from local farms and farmers when products are in season. They buy produce, wheat as well as various meats from local farmers when the products are available. They pride themselves in their conscious effort to support local farmers and to be socially responsible. Since its inception in 2011, Embers has been rated as one of the top ranked restaurants in Sault Ste. Marie according to Tripadvisor. Most recently, Embers received the 2015 Certificate of Excellence through Tripadvisor.

**5. Limestone  
Organic Creamery  
Entrepreneur**

Frontenac CFDC

Kathie and Francis took over the family cow dairy farm in 1989 and transitioned to a certified organic farm in 1998. In 2012, Kathie and Francis, together with their children Patrick and Olivia, opened up their on-farm milk processing facility which is one of three facilities in Ontario. At the same time they opened their on-farm retail operation and home delivery service.

To succeed in this sector, entrepreneurs need strong business planning, a wide knowledge of regulations, and a lot of patience. They have created a sustainable business model that made room for their two children to make a living. They have created 10 part-time jobs in a rural area so far. They have also made their business into a new marketing channel for other producers, creating opportunities to access markets that didn't exist before they started their retail location and delivery service. Their success has become the whole community's success.

**6. TimKap Lodging  
Entrepreneur**

North Claybelt CFDC and  
Kirkland & District CFDC

With the success of the Kapuskasing Super 8 Motel, Mr. Mondoux started to look at other rural communities and identified an opportunity in Timmins, where a lack of accommodations was an issue. Mr. Mondoux partnered with Mr. Luc Sergerie and formed TimKap Lodging. Both entrepreneurs have expanded their business opportunities by building a Microtel Inn and Suites in Kirkland Lake, adjacent to Hockey Heritage North property and are breaking ground in Sudbury beginning July 2015.

They have used their business expertise as well as networking capabilities in the accommodations sector. The entrepreneurs have committed to working with local investors in the community where the motel is to be constructed. They want to ensure that the property is locally owned. They work with many stakeholders such as local CFDCs (Kapuskasing and Kirkland Lake), municipal government as well as local investors. This platform has proven effective and rewarding for the local economy of the respective communities.

**7. Winterdance  
Dogsled Tours  
Entrepreneur**

Haliburton County  
Development Corporation

Winterdance Dogsled owners Hank and Tanya DeBruin are hardworking, dedicated, and passionate about their business. So much so, that their family life revolves around the business. The DeBruins formerly leased property locally to run the sledding operation from.

They felt development pressure was threatening the future of this lease and they approached the HCDC to assist with the purchase of 2,000 acres close to their existing trails. The DeBruins have now moved the business to their own property at the edge of Haliburton Lake. They have created 12 full-time jobs, 3 part-time jobs and 150 full-time dog jobs. The couple strives to maintain the lifestyle they chose, and are fully committed to providing a caring and healthy environment for their main employees.

**8. WonTon Crunch  
Inc.  
Entrepreneur**

Valley Heartland CFDC

Prim is of Indian descent, lived in Trinidad and Tobago before he immigrated to Canada. Throughout the years Prim and his family made wontons by hand and Prim felt that there should be a machine to automate the process. Through trial and error he created a wonton-making machine, patented it, and decided to start a company: WonTon Crunch Inc. to focus on selling wontons and, in time, to sell the wonton-making machine.

With the level of media attention to this company, this has become an excellent youth repatriation story, bringing university-educated youth back to the small town and helping to illustrate that there are opportunities for youth. The company's commitment to remaining in Smiths Falls and promoting the community has been a key factor that has contributed to the significantly improved local sense of hope and optimism about the local economy.

WonTon Crunch represents a homegrown success story, an immigrant entrepreneur success story, a community success story and a factory worker who lost their job success story. All these factors have had a very significant impact on the local community.

<p><b>9. Food and Beverage (FAB) Region</b> <b>CED</b></p>	<p>Frontenac CFDC</p>	<p>Ontario’s Food and Beverage (FAB) Region is an investment marketing partnership structured to attract and grow small scale (artisanal) food and beverage businesses. The partners are the Frontenac Community Futures Development Corporation and the Counties of Hastings, Prince Edward, and Lennox and Addington. The project was funded by the four partners, together with support from Central &amp; North Hastings and South Algonquin CFDC, PELA and Trenval.</p> <p>The initiative started in 2010 as “Invest in Cheese” when the partners identified an opportunity to build on our rich history of cheese producers, and support the cow, water buffalo and goat milk producers and the growing wine and agri-tourism industry to attract artisan cheesemakers to the region. When the project was launched in 2011, iPads were relatively new to the marketplace. We captured the momentum and created a comprehensive iPad app guiding how to start a cheesemaking business. We rebranded ourselves as Ontario’s Food and Beverage (FAB) Region and in late 2013, strategically focused on craft brewing based on both the regions’ agricultural and tourism strengths and growth in the sector. We created the iCraft Brew App on how to start a craft brewery.</p>
<p><b>10. Edge Renewal Fund - Rebuilding the Essence of Canada’s Prettiest Town</b> <b>CED</b></p>	<p>Huron Business Development Corporation (HBDC)</p>	<p>In the wake of a disastrous tornado that struck Goderich, Ontario in August 2011, former area resident Marcy McCall-MacBain and her husband generously donated \$100,000 through their Foundation as initial financial assistance to “rebuild and restore Goderich” to better than before the storm. An additional \$200,000 in donations to this endowment would also be matched by the Foundation.</p> <p>The Huron Business Development Corporation (HBDC) had established an excellent working relationship with the McCall-MacBain Foundation through the development of Huron East’s Gateway Rural Health Research Institute, also supported by the Foundation. It was a natural fit that HBDC partner with the McCall-MacBain Foundation to facilitate what was to be named The Edge Renewal Fund—also called The EdgeFund. With the approval of its Board of Directors, HBDC undertook management of The EdgeFund, a registered non-profit organization: convening a Board of Directors for the organization, overseeing donations, maintaining accounting records, contributing staff time and office operations, judging grant submissions, and approving projects. To date, a total of \$339,330 has been invested by The EdgeFund in post-tornado Goderich and area projects or initiatives.</p>

**11. Skills for the Green Economy**  
**CED**

Nottawasaga Futures

As Canada transitions to a greener economy, its labour market is transforming and new employment opportunities are emerging. Skills for the Green Economy is a collaborative initiative of the four Community Futures Development Corporations in Simcoe County. Skills for the Green Economy aims at demystifying what it takes to find a job and have a rewarding career in the ever expanding green economy.

This is being accomplished by creating awareness of green career pathways and through linking skilled and unskilled youth and adults to training programs and cooperative job placements that prepare them for entry into the emerging green economy labour market in Simcoe County. In addition, we aim to support local business and facilitate green expansion through linkages with skilled green economy workers. In the research, a lack of awareness or information about green jobs has been noted as a key challenge for workers who might be interested in entering these careers.

**12. Aboriginal Business and Community Fund and Market Study**  
**CED**

Two Rivers Community Development Centre

The project involves the collaboration of 3 Aboriginal organizations (1 CFDC and 2 Aboriginal Capital Corporations – referred to as AFIs) to improve the availability of risk capital and business services to Aboriginal (including Métis) SMEs in Ontario.

The objective of the initiative is to provide access to capital and business services/support to Aboriginal SMEs in underserved areas in South Central, South West and Métis entrepreneurs located in all regions of Ontario. In addition to the initiative to improve the availability of capital and business services a market study is being undertaken to: determine the demand for financing and business support services by Aboriginal small and medium sized enterprises in South Central and South Eastern Ontario. The range of financing includes seed capital, equity and debt. Business services include, but are not limited to: training, developing skill sets (accounting, marketing, human resource management), one on one counselling, financial support to develop business plans and mentoring.

<p><b>13. Heart of the Continent's National Geographic Geo-Tourism Project Innovation</b></p>	<p>Atikokan Economic Development Corporation</p>	<p>The Heart of the Continent's National Geographic geo-tourism project is a collaborative effort done to stimulate and promote tourism and the 'outdoor experience' in northern Ontario and northern Minnesota, using the strength and respectability of the National Geographic brand.</p> <p>The project is part of the objective of the Heart of the Continent Partnership (HOCP), which formed to bring together members and other local stakeholders to collaborate on non-partisan, non-political, international projects. Derived from a regional cooperation through Quetico Provincial Park superintendent (and Atikokan resident) Robin Reilly, the HOCP has since grown into a group fostering tourism, scientific and volunteer projects meant to improve the well-being of both nations, all on a volunteer basis. After being hosted out of Minneapolis since its inception, in 2015 the organization settled into its new home in Atikokan, completing its journey and 'coming home'.</p> <p>The project brought together stakeholders on both sides of the border, who, through a number of initiatives raised in excess of \$200,000 US to plan and execute the geo-tourism website, mobile application and map. The basis of the project was universal to develop a common identity for the region beyond provincial or national borders, defining the area instead by its geography, its history and its people.</p>
<p><b>14. Upper Canada Equity Fund Innovation</b></p>	<p>PELA CFDC</p>	<p>The Upper Canada Equity Fund is a \$10M public-private co-investment venture capital fund in Prince Edward County, Ontario. The investment model has been developed and tested over the past three years by PELA CFDC as a new and innovative product/service of the CFP in the community. The model combines private sector investors/mentors, business incubation space, collaborations with post-secondary education institutions from PELA CFDC.</p> <p>The business model has been developed using international best practices from Israel, Scotland and Great Britain and integrated the CFP model along with private sector funding and expertise. Using the respected CFP platform, we have leveraged government funding of \$5 M and private sector investment of \$5 M to drive rural business develop in the knowledge sector. 5 companies to date with an additional 24 companies over the next 22 months.</p>

**15. The Centre for  
Non-Profit  
Collaboration  
Innovation**

The Business Help Centre  
of Middlesex County

The Centre for Non-Profit Collaboration is an exciting and innovative community-based solution bringing together the resources of the community, government and local businesses to address an identified community need.

To provide direct, practical and supportive service to the non-profit and charitable sector in our community, The Business Help Centre of Middlesex County partnered with the Ontario Trillium Foundation and the Ontario Ministry of Training, Colleges and Universities to establish the Centre for Non-Profit Collaboration of Middlesex County.